



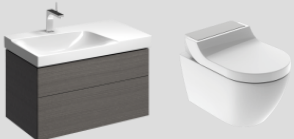
# First Info Sales 2022

January 19, 2023

# FY 2022 regional net sales development

Region	Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
	FY	Q4	FY	Q4	FY	Q4
<b>Geberit Group</b>	<b>3'392</b>	<b>667</b>	<b>-2.0%</b>	<b>-13.6%</b>	<b>4.8%</b>	<b>-7.2%</b>
<b>Total Europe</b>	<b>3'059</b>	<b>593</b>	<b>-3.1%</b>	<b>-14.8%</b>	<b>4.3%</b>	<b>-7.9%</b>
Germany	1'017	177	-6.3%	-23.9%	0.8%	-18.1%
Switzerland	342	74	4.1%	-4.1%	4.1%	-4.1%
Eastern Europe	322	55	-8.1%	-31.2%	6.5%	-19.3%
Nordic Region	319	73	-3.6%	-9.2%	5.1%	0.9%
Benelux	280	62	-3.5%	-4.9%	3.7%	2.3%
Italy	250	48	5.7%	-5.2%	13.5%	1.9%
Austria	204	35	-3.9%	-8.7%	3.3%	-1.8%
France	182	38	-3.1%	-7.9%	4.1%	-1.0%
UK / Ireland	116	25	6.7%	6.7%	13.8%	17.5%
Iberian Peninsula	28	6	2.5%	-10.6%	10.1%	-3.8%
<b>Total Far East / Pacific</b>	<b>130</b>	<b>32</b>	<b>6.0%</b>	<b>-0.4%</b>	<b>6.5%</b>	<b>4.3%</b>
<b>Total America</b>	<b>107</b>	<b>24</b>	<b>7.3%</b>	<b>-2.0%</b>	<b>2.8%</b>	<b>-6.2%</b>
<b>Total Middle East / Africa</b>	<b>96</b>	<b>17</b>	<b>16.9%</b>	<b>-10.0%</b>	<b>21.4%</b>	<b>-4.9%</b>

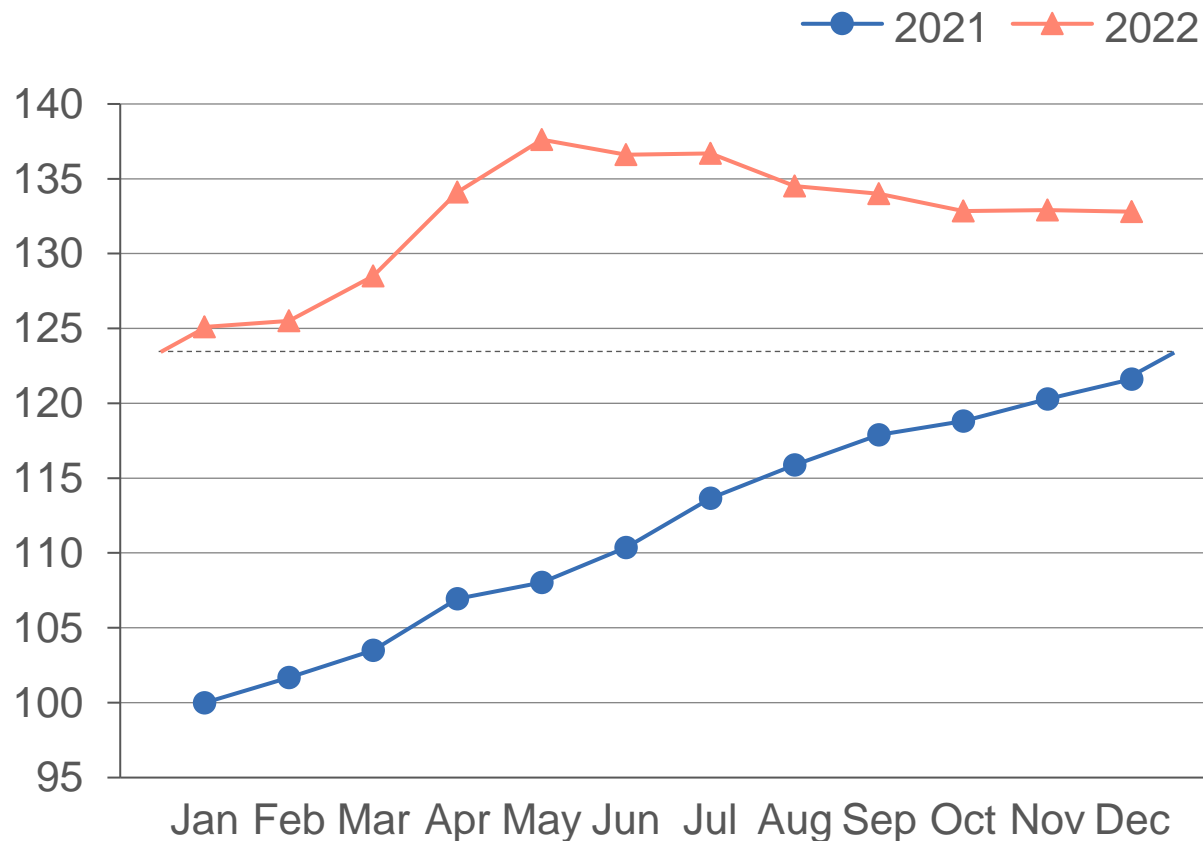
# FY 2022 net sales development by product line

		Net sales in million CHF		Variance to PY in CHF		Variance to PY c.a.	
		FY	Q4	FY	Q4	FY	Q4
<b>Installation &amp; Flushing Systems</b>		1'258	229	-5.0%	-22.1%	2.0%	-16.1%
<b>Piping Systems</b>		1'095	220	3.8%	-5.9%	10.8%	1.0%
<b>Bathroom Systems</b>		1'039	218	-3.9%	-10.9%	2.3%	-4.5%

# Raw material prices – Stable in Q4 after slight decrease

Geberit: Monthly raw material prices<sup>1</sup> (currency adj.)

Index: Jan 2021 = 100



- Raw material prices in Q4 2022
  - -1% vs. Q3 2022
  - +11% vs. Q4 2021
- Significant increase of raw material prices by +19% in FY 2022 vs. FY 2021
- Sales price increases 2022
  - January 2022: extraordinary
  - April 2022: regular and stronger than usual
  - July 2022: extraordinary
  - October 2022: extraordinary

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The statements in this presentation relating to matters that are not historical facts are forward-looking statements that are not guarantees of future performance and involve risks and uncertainties, including but not limited to: future global economic conditions, foreign exchange rates, regulatory rules, market conditions, the actions of competitors and other factors beyond the control of the company.

All financial information included is unaudited and is prepared under the same recognition and measurement principles applied for the audited annual financial statements.

